



Reading List

GENERAL LEADERSHIP

Joseph Badaracco, *Defining Moments: When Managers Must Choose Between Right and Right*. Boston: Harvard Business Press, 1997.

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James MacGregor Burns, *Leadership*. New York: HarperCollins, 1978.

Jim Collins, *Good to Great: Why Some Companies Make the Leap and Others Don't*. New York: HarperCollins, 2001.

Jim Collins and Jerry Porras, *Built to Last: Successful Habits of Visionary Companies*. New York: HarperBusiness, 1994.

Howard Gardner, *Leading Minds: An Anatomy of Leadership*. New York: Basic Books, 1995.

John Gardner, *On Leadership*. New York: The Free Press, 1990.

Bill George, *Authentic Leadership: Rediscovering the Secrets to Creating Lasting Value*. San Francisco: Jossey-Bass, 2004.

James M. Kouzes and Barry Z. Posner, *The Leadership Challenge* (4th ed.). San Francisco: Jossey-Bass, 2007.

James M. Kouzes and Barry Z. Posner, *The Truth About Leadership: The No-Fads, Heart-of-the Matter Facts You Should Know*. San Francisco: Jossey-Bass, 2010.

Tom Peters, *Liberation Management: Necessary Disorganization for the Nanosecond Nineties*. New York: Knopf, 1992.

Jeff Pfeffer and Robert Sutton, *Hard Facts, Dangerous Half-Truths and Total Nonsense: Profiting from Evidence-Based Management*. Boston: Harvard Business School Press, 2006.

Edgar H. Schein, *Organizational Culture and Leadership* (2nd ed.). San Francisco: Jossey-Bass, 1992.

MODEL THE WAY

David M. Armstrong, *Managing by Storying Around: A New Method of Leadership*. New York: Doubleday, 1992.

James A. Autry, *The Servant Leader: How to Build a Creative Team, Develop Great Morale, and Improve Bottom-Line Performance*. New York: Three Rivers Press, 2004.

Warren Bennis, Daniel Goleman, and James O'Toole, *Transparency: How Leaders Create a Culture of Candor*. San Francisco: Jossey-Bass, 2008.

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- Alan Deutschman, *Walk the Talk: The #1 Rule for Real Leaders*. New York: Portfolio, 2009.
- Bill George with Peter Sims, *True North: Discover Your Authentic Leadership*. San Francisco: Jossey-Bass, 2007.
- Max De Pree, *Leadership Is an Art*. New York: Doubleday, 1989.
- Marshall Goldsmith. *What Got You Here Won't Get You There: How Successful People Become Even More Successful*. New York: Hyperion, 2007.
- Marshall Goldsmith. *MOJO: How to Get It, How to Keep It, How to Get It Back If You Lose It*. New York: Hyperion, 2010.
- Robert K. Greenleaf, *Servant Leadership: A Journey into Legitimate Power and Greatness*. New York: Paulist Press, 1983.
- James M. Kouzes and Barry Z. Posner, *Credibility: How Leaders Gain and Lose It, Why People Demand It*. San Francisco: Jossey-Bass, 2003.
- Ellen J. Langer, *Mindfulness*. Reading, MA.: Addison-Wesley, 1989.
- David H. Maister, *Practice What You Preach: What Managers Must Do to Create a High Achievement Culture*. New York: The Free Press, 2001.
- Parker J. Palmer, *Let Your Life Speak: Listening to the Voice of Vocation*. San Francisco: Jossey-Bass, 2000.
- Terry Pearce, *Leading Out Loud: The Authentic Speaker, The Credible Leader*. San Francisco: Jossey-Bass, 1995.
- Tony Simons, *The Integrity Dividend: Leading by the Power of Your Word*. San Francisco: Jossey-Bass, 2008.
- Craig Wortmann, *What's Your Story? Using Stories to Ignite Performance and Be More Successful*. Chicago: Kaplan, 2006.

INSPIRE A SHARED VISION

- Boyd Clarke and Ron Crossland, *The Leaders Voice: How Your Communication Can Inspire Action and Get Results!* New York: Select Books, 2002.
- Edward Cornish, *Futuring: The Exploration of the Future*. Bethesda, MD: The World Future Society, 2005.
- Belle Linda Halpren and Kathy Lubar. *Leadership Presence: Dramatic Techniques to Reach Out, Motivate, and Inspire*. New York: Gotham Books, 2003.
- Gary Hamel, *Leading the Revolution*. Boston: Harvard Business School Press, 2000.

- Chip Heath and Dan Heath, *Made to Stick: Why Some Ideas Survive and Others Die*. New York: Random House, 2007.
- Jennifer James, *Thinking in the Future Tense: Leadership Skills for the New Age*. New York: Simon & Schuster, 1996.
- Robert Johansen, *Leaders Make the Future: Ten New Leadership Skills for an Uncertain World*. San Francisco: Berrett-Koehler, 2009.
- Robert Johansen, *Get There Early: Sensing the Future to Compete in the Present*. San Francisco: Berrett-Koehler, 2007.
- James M. Kouzes and Barry Z. Posner, *A Leader's Legacy*. San Francisco: Jossey-Bass, 2006.
- Richard Leider, *The Power of Purpose: Find Meaning, Live Longer, Better*. San Francisco: Berrett-Koehler, 2010.
- John Naisbitt, *Mindset: Eleven Ways to Change the Way You See—and Create—the Future*. New York: HarperCollins, 2006.
- Burt Nanus, *Visionary Leadership*. San Francisco: Jossey-Bass, 1992.
- Daniel H. Pink, *Drive: The Surprising Truth about What Motivates Us*. New York: Riverhead Books, 2009.
- Peter Schwartz, *The Art of the Long View*. New York: Currency, 1991.
- Rajendra S. Sisodia, David B. Wolfe, and Jaqdish N. Sheth, *Firms of Endearment: How World-Class Companies Profit from Passion and Purpose*. Upper Saddle River, NJ: Wharton School Publishing, 2007.
- Roy M. Spence, Jr., with Haley Rushing, *It's Not What You Sell, It's What You Stand For: Why Every Extraordinary Business Is Driven by Purpose*. New York: Portfolio, 2009.
- Bruce Sterling, *Tomorrow Now: Envisioning the Next Fifty Years*. New York: Random House, 2003.

CHALLENGE THE PROCESS

- Daniel Ariely, *Predictably Irrational: The Hidden Forces That Shape Our Decisions* (Revised and Expanded). New York: HarperCollins, 2009.
- Arlene Blum, *Annapurna: A Woman's Place* (20th Anniversary Ed.). San Francisco: Sierra Club Books, 1998.
- Mihaly Csikszentmihalyi, *Finding Flow: The Psychology of Engagement with Everyday Life*. New York: Basic Books, 1997.
- Richard Farson and Ralph Keyes, *Whoever Makes the Most Mistakes Wins: The Paradox of Innovation*. New York: The Free Press, 2002.
- Richard Foster and Sarah Kaplan, *Creative Destruction: Why Companies that Are Built to Last Underperform the Market—and How to Successfully Transform Them*. New York: Currency/Doubleday, 2001.

- Bill George, *Seven Lessons for Leading in Crisis. Value*. San Francisco: Jossey-Bass, 2009.
- Malcolm Gladwell. *Blink: The Power of Thinking Without Thinking*. New York: Little, Brown, 2005.
- Gary Hamel with Bill Breen, *The Future of Management*. Boston: Harvard Business School Press, 2007.
- Ronald Heifitz and Marty Linsky, *Leadership on the Line: Staying Alive through the Dangers of Leading*. Boston: Harvard Business School Press, 2002.
- Rosabeth Moss Kanter, *Confidence: How Winning Streaks and Losing Streaks Begin and End*. New York: Three Rivers Press, 2007.
- Tom Kelley with Jonathon Littman, *The Art of Innovation: Lessons in Creativity from IDEO, America's Leading Design Firm*. New York: Currency/Doubleday, 2005.
- Gary Klein, *Intuition at Work: Why Developing Your Gut Instincts Will Make You Better at What You Do*. New York: Currency/Doubleday, 2003.
- Robert J. Kriegel and Louis Patler, *If It Ain't Broke, Break It!* New York: Warner Books, 1991.
- Salvatore Maddi and Deborah Khoshaba, *Resilience at Work: How to Succeed No Matter What Life Throws at You*. New York: AMACOM, 2005.
- Randy Pausch with Jeffrey Zaslow, *The Last Lecture*. New York: Hyperion, 2008.
- Michael Useem, *The Go Point: When It's Time to Decide—Knowing What to Do and When to Do It*. New York: Three Rivers Press, 2006.

ENABLE OTHERS TO ACT

- Michael Abrashoff, *It's Your Ship: Management Techniques from the Best Damn Ship in the Navy*. New York: Warner, 2002.
- Ken Blanchard, John Carlos, and Alan Randolph, *The Three Keys to Empowerment*. San Francisco: Berrett-Koehler, 1999.
- Hyler Bracey, *Building Trust: How to Get! How to Keep It!* Taylorsville, GA: HR Artworks, 2002.
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- Warren Bennis and Patricia Ward Biederman, *Organizing Genius: The Secrets of Creative Collaboration*. Reading, MA: Addison-Wesley, 1998.
- Peter Block, *The Empowered Manager: Positive Political Skills at Work*. San Francisco: Jossey-Bass, 1987.
- Marcus Buckingham and Curt Coffman, *First, Break all the Rules: What the World's Greatest Managers Do Differently*. New York: Simon & Schuster, 1999.

- Cary Cherniss and Daniel Goleman (Eds.), *The Emotionally Intelligent Workplace: How to Select for, Measure, and Improve Emotional Intelligence in Individuals, Groups, and Organizations*. San Francisco: Jossey-Bass, 2001.
- Robert B. Cialdini, *Influence: How and Why People Agree to Things*. New York: Marrow, 1984.
- Steven M. R. Covey with Rebecca R. Merrill, *The Speed of Trust: The One Thing That Changes Everything*. New York: The Free Press, 2008.
- Daniel Goleman, *Emotional Intelligence: Why It Can Matter More than IQ* (10th Anniversary Edition). New York: Bantam, 2006.
- Daniel Goleman, Richard Boyatzis, and Annie McKee, *Primal Leadership: Realizing the Power of Emotional Intelligence*. Boston: Harvard Business School Press, 2004.
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- Jon Katzenbach and Zia Kahn, *Leading Outside the Lines: How to Mobilize the Informal Organization, Energize Your Team, and Get Better Results*. San Francisco: Jossey-Bass, 2010.
- Patrick Lencioni, *The Five Dysfunctions of a Team: A Field Guide for Leaders, Managers, and Facilitators*. San Francisco: Jossey-Bass, 2005.
- Patrick Lencioni, *Overcoming the Five Dysfunctions of a Team: A Leadership Fable*. San Francisco: Jossey-Bass, 2009.
- Charlene Li, *Open Leadership: How Social Technology Can Transform the Way You Lead*. San Francisco: Jossey-Bass, 2010.
- Kerry Patterson, Joseph Grenny, Ron McMillan, Al Switzler, *Crucial Conversations: Tools for Talking When Stakes Are High*. New York: McGraw-Hill, 2002.
- Tom Rath, *Vital Friends: The People You Can't Afford to Live Without*. New York: Gallup Press, 2006.
- Dennis Reina and Michelle Reina, *Trust & Betrayal in the Workplace: Building Effective Relationships in Your Organization*. San Francisco: Berrett-Koehler, 2006.
- Dennis Reina and Michelle Reina, *Rebuilding Trust in the Workplace: Seven Steps to Renew Confidence, Commitment, and Energy*. San Francisco: Berrett-Koehler, 2010.
- Evan Rosen, *The Culture of Collaboration: Maximizing Time, Talent, and Tools to Create Value in a Global Economy*. San Francisco: Red Ape Publishing, 2007.
- Tim Sanders, *The Likeability Factor: How to Boost Your L-Factor and Achieve Your Life's Dreams*. New York: HarperCollins, 2006.
- Pamela S. Shockley-Zalabak, Sherwyn Morreale, and Michael Hackman, *Building the High-Trust Organization: Strategies for Supporting Five Key Dimensions of Trust*. San Francisco: Jossey-Bass, 2010.
- Jack Stack and Bo Burlingham, *A Stake in the Outcome: Building a Culture of Ownership for the Long-Term Success of Your Business*. New York: Currency/Doubleday, 2002.
- James Surowiecki, *The Wisdom of Crowds: Why the Many Are Smarter Than the Few and How*

Collective Wisdom Shapes Business, Economies, Societies and Nations. New York: Anchor Books, 2005.

Kenneth W. Thomas, *Intrinsic Motivation: What Really Drives Employee Engagement* (2nd ed.). San Francisco: Berrett-Koehler, 2009.

ENCOURAGE THE HEART

Barbara L. Fredrickson, *Positivity: Groundbreaking Research Reveals How to Embrace the Hidden Strengths of Positive Emotions, Overcome Negativity, and Thrive*. New York: Crown Publishers, 2009.

Richard Boyatzis and Annie McKee, *Resonant Leadership*. Boston: Harvard Business School Press, 2005.

Ken Blanchard and Sheldon Bowles, *Gung Ho! Turn on the People in Any Organization*. New York: William Morrow, 1997.

Nathen Branden, *The Six Pillars of Self-Esteem*. New York: Bantam Books, 1994.

John Hope Bryant, *Love Leadership: The New Way to Lead in a Fear-Based World*. San Francisco: Jossey-Bass, 2009.

Terrence Deal and M. K. Deal, *Corporate Celebrations: Play, Purpose, and Profit at Work*. San Francisco: Berrett-Koehler, 1998.

Adrian Gostick and Scott Christopher, *The Levity Effect: Why It Pays to Lighten Up*. Hoboken, NJ: John Wiley & Sons, 2008.

Adrian Gostick and Chester Elton, *The Carrot Principle: How the Best Managers Use Recognition to Engage Their People, Retain Talent, and Accelerate Performance* (Updated and Expanded). New York: The Free Press, 2009.

Dave Hemsath and Leslie Yerkes, *301 Ways to Have Fun at Work*. San Francisco: Berrett-Koehler, 1997.

Alfie Kohn, *Punished by Rewards: The Trouble with Gold Stars, Incentive Plans, A's, Praise, and Other Bribes*. New York: Houghton Mifflin, 1999.

James M. Kouzes and Barry Z. Posner, *Encouraging the Heart: A Leader's Guide to Rewarding and Recognizing Others*. San Francisco: Jossey-Bass, 2003.

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Bob Nelson, *1001 Ways to Reward Employees*. New York: Workman, 1994.

Tom Rath and Donald Clifton, *How Full Is Your Bucket: Positive Strategies for Work and Life*. New York: Gallup Press, 2004.

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LEADERSHIP DEVELOPMENT

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- Jay Conger and Rondal E. Riggio, eds. *The Practice of Leadership: Developing the Next Generation of Leaders*. San Francisco: Jossey-Bass, 2006.
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- Daniel Coyle, *The Talent Code: Greatness Isn't Born. It's Grown. Here's How*. New York: Bantam Books, 2009.
- Carol S. Dweck, *Mindset: The New Psychology of Success*. New York: Random House, 2006.
- Anders K. Ericsson, Neil Charness, Paul J. Feltovich, and Robert R. Hoffman, eds., *The Cambridge Handbook of Expertise and Expert Performance*. New York: Cambridge University Press, 2006.
- Malcolm Gladwell, *Outliers: The Story of Success*. New York: Little Brown, 2008.
- John P. Kotter and Dan S. Cohen, *The Heart of Change: Real Life Stories of How People Change*. Boston: Harvard Business School Press, 2002.
- Mary K. Schwartz (Ed.), *Leadership Resources: A Guide to Training and Development Tools* (8th ed.). Greensboro, NC: Center for Creative Leadership, 2000.
- Noel Tichy with Eli Cohen, *The Leadership Engine: How Winning Companies Build Leaders at Every Level*. New York: HarperCollins, 1997.